



THE LIFE INSURERS COUNCIL is an association of more than 140 small- to medium-sized life and annuity companies, fraternal, and allied vendors committed to improving performance through networking and shared best practices. We like to think of it as a permeable sphere of influence, where peers may discuss challenges and success stories, and explore transformational strategies that benefit middle-market consumers who may otherwise be largely underserved.

BY THE NUMBERS:

- 140+** MEMBERS in the U.S. and internationally
- 700+** ACTIVELY ENGAGED executives and senior managers
- 20+** in person and virtual NETWORKING EVENTS annually
- 12** departmental and product-focused NETWORKING COMMITTEES
- 2** major RESEARCH REPORTS annually with access to more through LIMRA and LOMA
- 24/7** access to the LIC network through LICConnect, our online member portal



WHY JOIN THE LIC? Ask our members.

“Membership is a great asset for companies with limited resources. We are embarking on several innovation initiatives and learning from [our] peers — including those in our unique space — gives us confidence to move forward.”

— Steve Shaffer, CEO and President
Homesteaders Life Company

“Our executive team, management, and other key team members regularly participate in LIC meetings and events because we gain a great deal of insight connecting with our industry peers. Membership and program fees are very reasonable considering the value we receive.”

— Tony Mravle, President and CEO
KSKJ Life





ABOUT THE Life Insurers Council

For more than a century, the [Life Insurers Council \(LIC\)](#) has been a resource for life and annuity companies serving middle-market consumers. In addition to demonstrating commitment to the small- to mid-size life insurers LIC represents, affiliate membership offers meeting, event, and media sponsorship opportunities providing visibility and LIC community engagement. You'll find LIC member companies in traditional and niche markets such as final expense, preneed, home service, and annuities, delivering their products to families through a variety of distribution channels. Despite resource constraints often faced by smaller companies, many LIC companies are nimbler and more innovative than larger insurers. Our CEOs often credit their involvement with the LIC for their ability to make decisions quickly and with confidence supported by engagement with their peers.

In addition to LIC meetings and events, workshops, and research, members enjoy access to [LOMA](#) products and services such as insurance education and compliance courses, HR assessments and compensation studies, certifications, and more.

"I really like how LIC members view one another less like competitors and more like a community. The feeling is, the more I give, the more I'll get back. That's been very true for us."

— *Byron Allen, President and CEO
American Savings Life Insurance
Company*

"I feel that without the LIC, my company could not have gotten where we are. It's not just the programs, it's the people. We all share information that helps us learn so much."

— *Susan Thomas, President and CEO
Texas Service Life Insurance
Company*

BECOME A MEMBER TODAY

New members are accepted year-round. To become a member (or add LIC to your existing LIMRA or LOMA membership), complete the [Insurance Company Membership](#) application or [Affiliate Member Application](#) (for service providers). Please check the "LIC" box on the application.

- **Carrier Membership:** Open to companies that underwrite life insurance and generate life premium income.
- **Affiliate Membership:** Open to insurance industry service providers that offer resources focused on small- to medium-sized carriers and fraternal. Affiliate members are offered meeting, event, and media sponsorship opportunities, providing visibility and LIC community engagement.

LIC member companies belong to LOMA, both of which are affiliated with LIMRA, the largest trade association supporting insurance and related financial services. For over 100 years, LIMRA has been the trusted source for unbiased insurance and annuity research and data. The entire organization represents a triad of value: research, education, and shared learning through networking.

For more information, contact **Kevin McKenna** at kmckenna@limra.com or 860-817-0627.